10/13/89

Dear Harold,

This has got to be quick because I've been totally preoccupied for many weeks with starting my own practice even as I have continued to seek good job opportunities. I ordered and received my stationery, announcements and cards, and I have spent most of my time building a computer database of prospective target clients. This has involved triple-checking names, titles and addresses, etc. Almost done. The next step is printing, licking and stamping the envelopes. I ordered 300 announcements but it's not enough. Need to order more. Tired, fatigued from the necessary research in trade journals, Standard & Poor's, A.M. Best's directory of insurance companies, directories of corporate counsel, client lists from my last firm. Can't afford mistakes — —

trying to stretch every dollar to make it count and do the best I can. Worst is battling the loneliness.

UPI ran a story on the anniversary of the wick. Good piece; it's yours if you want it. I will have to send it to you via US Mail. It's the only piece I found on the wires.

Need to applaud with you that Beauty letter you sent me a short time ago.

I do mean to be in touch and to come down, but I want to launch this practice first and see if anyone's interested -- meaning, if I'll be able to generate some fee income in the future to keep losses and expenses. Oh, on the alternative,

if a worthy job offer comes through, I'd be packed and on the train immediately (OK, first I'll call you), before starting the job.

Before I close, let me just mention something that's given me a little concern: I haven't heard from Jerry Schiff in months. I have a strange feeling it's not due to his usually heavy work. If you hear from him, please try in an indirect, sort of subtle way to see if something bothering him. I value his friendship. Thanks.

Very best regards,

Jay

P.S. 10/21/89

Just to show you how I'm on one track only, I forgot to send this off.

The biggest problem that has stumped me over the last eight days was getting a line on who's who among Lloyd's of London underwriters and brokers. I finally caught on to a good source of information: The Financial Times of London, but I have to travel back and forth to the Main Branch of the NY Public Library on 5th Ave & 42nd Street (the one with the lions in front) in order to peruse the microfilms. My database contains 397 separate records, with very few duplications, each with company and executive names, phone and fax numbers, addresses, various codes and comments. I have it hooked to print out envelopes, which I will do this week. Jim Mills book is out. Years. Best regards. Ken